HONDA MOTOR CO LTD
Form 6-K
August 08, 2008
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# SECURITIES AND EXCHANGE COMMISSION 

WASHINGTON, D.C. 20549

FORM 6-K

REPORT OF FOREIGN PRIVATE ISSUER

PURSUANT TO RULE 13a-16 OR 15d-16

UNDER THE SECURITIES EXCHANGE ACT OF 1934

FOR THE MONTH OF July 2008

COMMISSION FILE NUMBER: 1-07628

# HONDA GIKEN KOGYO KABUSHIKI KAISHA 

(Name of registrant)

# HONDA MOTOR CO., LTD. 

(Translation of registrant s name into English)<br>1-1, Minami-Aoyama 2-chome, Minato-ku, Tokyo 107-8556, Japan<br>(Address of principal executive offices)

Indicate by check mark whether the registrant files or will file annual reports under cover of Form 20-F or Form 40-F:
Form 20-F x Form 40-F *

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(1):

Note: Regulation S-T Rule 101(b)(1) only permits the submission in paper of a Form 6-K if submitted solely to provide an attached annual report to security holders.

Indicate by check mark if the registrant is submitting the Form 6-K in paper as permitted by Regulation S-T Rule 101(b)(7):

Indicate by check mark whether by furnishing the information contained in this Form, the registrant is also thereby furnishing the information to the Commission pursuant to Rule 12g3-2(b) under the Securities Exchange Act of 1934.

## Edgar Filing: HONDA MOTOR CO LTD - Form 6-K

Yes * No *
If Yes is marked, indicate below the file number assigned to the registrant in connection with Rule 12g3-2(b):82-

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## Contents

## Exhibit 1:

On July 25, 2008, Honda Motor Co., Ltd. announced its consolidated financial results for the fiscal first quarter ended June 30, 2008.

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Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

HONDA GIKEN KOGYO KABUSHIKI KAISHA ( HONDA MOTOR CO., LTD. )
/s/ Yoichi Hojo
Yoichi Hojo
Director
Chief Operating Officer for
Business Management Operations
Honda Motor Co., Ltd.

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July 25, 2008
HONDA MOTOR CO., LTD. REPORTS

CONSOLIDATED FINANCIAL RESULTS

## FOR THE FISCAL FIRST QUARTER ENDED JUNE 30, 2008

Tokyo, July 25, 2008 Honda Motor Co., Ltd. today announced its consolidated financial results for the fiscal first quarter ended June 30, 2008.

## First Ouarter Results

Honda s consolidated net income for the fiscal first quarter ended June 30, 2008 totaled JPY 179.6 billion (USD 1,688 million), an increase of $8.1 \%$ from the same period in 2007. Net income set a record high for the fiscal first quarter. Basic net income per common share for the quarter amounted to JPY 98.98 (USD 0.93), an increase of JPY 7.6 from JPY 91.38 for the corresponding period last year. One Honda American Depository Share represents one common share.

Consolidated net sales and other operating revenue (herein referred to as revenue ) for the quarter amounted to JPY 2,867.2 billion (USD 26,943 million), a decrease of $2.2 \%$ from the same period in 2007, resulting primarily from currency translation effects. Honda estimates that if calculated at the same exchange rate as the corresponding period in 2007 , revenue for the quarter would have increased by approximately $7.1 \%$.

Consolidated operating income for the quarter totaled JPY 221.3 billion (USD 2,080 million), approximately the same level compared to the same period last year, due primarily to the positive impact of decreased sales incentives in the automobile business in North America, increased profit attributable to increased unit sales in automobile business and continuing cost reduction efforts despite the negative impact of currency effects caused by the appreciation of the Japanese yen, increased SG\&A expenses and increased raw material costs.

Consolidated income before income taxes, minority interest and equity in income of affiliates for the quarter totaled JPY 235.0 billion (USD 2,209 million), an increase of $7.7 \%$ from the same period in 2007. Income before income taxes, minority interest and equity in income of affiliates set a record high for the fiscal first quarter.

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Equity in income of affiliates amounted to JPY 38.1 billion (USD 359 million) for the quarter, an increase of $3.2 \%$ from the corresponding period last year. Equity in income of affiliates set a record high for the quarter.

## Business Segment

With respect to Honda s sales for the fiscal first quarter by business segment, motorcycle unit sales totaled 2,715 thousand units, an increase of $20.5 \%$ from the same period last year. Unit sales in Japan totaled 58 thousand units, a decrease of $31.0 \%$ compared to the same period last year. Overseas unit sales was 2,657 thousand units, an increase of $22.5 \%$ from the same period in 2007*, due mainly to increased unit sales in Asia and Brazil and an increase in sales of motorcycle knocked-down parts for local production at Asian affiliates accounted for under the equity method in Indonesia and India.

Revenue from external customers increased $6.7 \%$, to JPY 393.0 billion (USD 3,693 million) from the same period last year, due mainly to increased revenue in Asia and other regions. Operating income was JPY 31.1 billion (USD 293 million), the level of the same period last year, due mainly to increased revenue, offsetting increased SG\&A expenses and increased raw material costs.

* Of the net sales of Honda-brand motorcycle products that are manufactured and sold by overseas affiliates accounted for under the equity method, those with respect to which parts for manufacturing were not supplied from Honda or its subsidiaries are not included in net sales and other operating revenue, in conformity with U.S. generally accepted accounting principles. Accordingly, these unit sales are not included in the financial results. Sales of such products amounted to approximately 1,210 thousand units for the period.
Honda s automobile unit sales totaled 962 thousand units, an increase of $1.7 \%$ from the same period last year. In Japan, unit sales amounted to 128 thousand units, a decrease of $5.9 \%$ from the same period last year. Overseas unit sales increased $3.0 \%$ to 834 thousand units from the corresponding period last year, due mainly to increased unit sales in Asia and other regions including Brazil and an increase in sales of automobile knocked-down parts for local production at Chinese affiliates accounted for under the equity method, more than offsetting a decrease of unit sales in Europe and North America.

Revenue from external customers decreased $4.3 \%$ to JPY $2,228.0$ billion (USD 20,936 million) from the same period in 2007, due mainly to the negative impact of currency translation effect, offsetting the positive impact of increased overseas unit sales. Operating income increased $8.7 \%$ to JPY 161.2 billion (USD 1,515 million) from the same period last year, due primarily to decreased sales incentives in North America, the change in sales price for the new model year, increased profit attributable to increased unit sales particularly in Asia and South America and continuing cost reduction efforts, more than offsetting the negative currency effects caused by appreciation of the Japanese yen, increased SG\&A expenses and increased raw material costs.

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Revenue from customers in the financial services business increased $15.9 \%$ to JPY 145.8 billion (USD 1,370 million) from the same period in 2007, due mainly to an increase in operating lease revenues. Operating income decreased $15.9 \%$ to JPY 28.7 billion (USD 270 million) from the same period in 2007, due primarily to the increased expenses related to allowance for losses on lease residual values, more than offsetting increased profit attributable to increased revenue.

Honda s power product unit sales totaled 1,339 thousand units, a decrease of $12.4 \%$ from the same period in 2007. In Japan, unit sales totaled 159 thousand units, an increase of $17.8 \%$ from the same period last year. Overseas unit sales totaled 1,180 thousand units, a decrease of $15.4 \%$ from the corresponding period last year, due primarily to a decline of unit sales in Europe, and of general-purpose engines for OEM* production in North America, which more than offset increased unit sales of general-purpose engines in Asia.

Revenue from external customers in the power product and other businesses decreased by $8.6 \%$ to JPY 100.3 billion (USD 943 million) from the same period last year, due mainly to decreased unit sales of power products. Operating income decreased $97.4 \%$ to JPY 200 million (USD 2 million) from the same period in 2007. This was primarily due to decreased profit attributable to decreased revenue and increased R\&D expenses of other businesses.

* OEM (Original equipment manufacturing)

OEM refers to a manufacturing of products and components supplied for sale under a third-party brand.

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## Geographical Information

With respect to Honda s sales for the fiscal first quarter by geographic area, in Japan, revenue for domestic and exports sales amounted to JPY $1,149.6$ billion (USD 10,802 million), down $2.3 \%$ compared to the same period last year, due primarily to decreased revenue in motorcycle and automobile businesses in Japan. Operating income totaled JPY 37.9 billion (USD 356 million), down $37.5 \%$ from the same period last year due primarily to the negative impact of the currency effects caused by the appreciation of the Japanese yen and decreased revenue, more than offsetting the positive impact of decreased warranty-related expenses.

In North America, revenue decreased by $5.7 \%$ to JPY $1,493.1$ billion (USD 14,031 million) from the same period in 2007 due mainly to the negative impact of the currency translation effects. Operating income decreased by $2.5 \%$ to JPY 94.5 billion (USD 889 million) from the same period last year due primarily to the negative impact of currency effects caused by appreciation of the Japanese yen, increased SG\&A expenses related to allowance for losses on lease residual values and increased raw material costs, more than offsetting the positive impact of decreased sales incentives in the automobile business, change in sales price for the new model year and continuing cost reduction efforts.

In Europe, revenue decreased by $8.9 \%$ to JPY 364.5 billion (USD 3, 425 million), from the same period in 2007 due primarily to decreased revenue in the automobile business. Operating income increased by $9.5 \%$ to JPY 11.2 billion (USD 106 million) from the same period last year due primarily to continuing cost reduction efforts and the change in model mix, more than offsetting decreased revenue and increased SG\&A expenses.

In Asia, revenue increased by $10.9 \%$ to JPY 436.2 billion (USD 4,099 million) from the same period last year due to increased revenue in all business segments, offsetting the negative impact of the currency translation effects. Operating income increased by $30.7 \%$ to JPY 48.3 billion (USD 454 million) from the corresponding period last year due mainly to increased profit attributable to increased revenue, more than offsetting the negative impact of currency effects caused by appreciation of the Japanese yen and increased SG\&A expenses.

In Asia, in addition to subsidiaries, many affiliates accounted for under the equity method manufacture and sell Honda-brand products. Operating income does not include income from these affiliates. Income from these affiliates is recorded as equity in income of affiliates and reflected in net income. Accounting terms of some of the affiliates differ from the Company s .

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In other regions, revenue increased by $29.8 \%$ to JPY 293.7 billion (USD 2,761 million) compared to the same period last year due mainly to increased revenue in all business segments. Operating income increased by $67.1 \%$ to JPY 36.3 billion (USD 341 million) from the corresponding period in 2007 due mainly to increased profit attributable to increased revenue and the positive currency effects caused by depreciation of the Japanese yen, more than offsetting increased SG\&A expenses.

United States dollar amounts have been translated from yen solely for the convenience of the reader at the rate of $¥ 106.42=$ U.S. $\$ 1$, the mean of the telegraphic transfer selling exchange rate and the telegraphic transfer buying exchange rate prevailing on the Tokyo foreign exchange market on June 30, 2008.

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## Forecasts for the Fiscal Year Ending March 31, 2009

In regard to the forecasts of the financial results for the fiscal year ending March 31, 2009, Honda projects consolidated results to be as shown below:

## FY2009 Forecasts for Consolidated Results

First half ending September 30, 2008

|  | Yen (billions) | Changes from FY 2008 |
| :--- | :---: | :---: |
| Net sales and other operating revenue | 5,750 | $-2.6 \%$ |
| Operating income | 350 | $-31.1 \%$ |
| Income before income taxes, minority interest and equity in income of affiliates | 380 | $-22.2 \%$ |
| Net income | 280 | $-25.3 \%$ |
|  | Yen |  |
| Basic net income per Common share | 154.31 |  |
| Fiscal year ending March 31, 2009 |  |  |


|  | Yen (billions) | Changes from FY 2008 |
| :--- | ---: | ---: |
| Net sales and other operating revenue | 12,130 | $+1.1 \%$ |
| Operating income | 630 | $-33.9 \%$ |
| Income before income taxes minority interest and equity in income of affiliates | 660 | $-26.3 \%$ |
| Net income | 490 | $-18.3 \%$ |
|  | Yen |  |
| Basic net income per Common share | 270.04 |  |

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These forecasts are based on the assumption that the average exchange rates for the Japanese yen to the U.S. dollar and the Euro will be JPY 103 and JPY 165, respectively, for the first half of the year ending March 31, 2009, and JPY 101 and JPY 162, respectively, for the full year ending March 31, 2009.

Projected unit sales for the full year ending March 31, 2009 are shown below.

|  | Unit (thousands) | Changes from FY2008 <br> (thousands) |
| :--- | ---: | ---: |
| Motorcycle business | 10,455 | $+1,135$ |
| Automobile business | 4,080 | +155 |
| Power product and other businesses | 6,120 | +63 |

The reasons for the increases or decreases for forecasts of the operating income, and income before income taxes, minority interest and equity in income of affiliates for the fiscal year ending March 31, 2009 from the corresponding period last year are as follows.

|  | Yen (billions) |
| :--- | ---: |
| Revenue, model mix, etc., excluding currency effect | 265.0 |
| Cost reduction, the effect of raw material cost fluctuations, etc. | -179.0 |
| SG\&A expenses, excluding currency effect | -141.0 |
| R\&D expenses | -27.1 |
| Currency effect | -241.0 |
|  |  |
| Operating income compared with fiscal year 2008 | -323.1 |
| Fair value of derivative instruments | 102.0 |
| Others | -14.7 |
| Income before income taxes, minority interest and equity in income of affiliates compared with fiscal year 2008 | -235.8 |

## Dividend per Share of Common Stock

The Board of Directors of Honda Motor Co., Ltd., at its meeting held on July 25, 2008, resolved to make the quarterly dividend JPY 22 per share of common stock, the record date of which is June 30, 2008. The total expected annual dividend per share of common stock for the fiscal year ending March 31, 2009, is JPY 88 per share.

This announcement contains forward-looking statements as defined in Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Such statements are based on management s assumptions and beliefs taking into account information currently available to it. Therefore, please be advised that Honda s actual results could differ materially from those described in these forward-looking statements as a result of numerous factors, including general economic conditions in Honda s principal markets and foreign exchange rates between the Japanese yen and the U.S. dollar, the Euro and other major currencies, as well as other factors detailed from time to time. The various factors for increases and decreases in income have been classified in accordance with a method that Honda considers reasonable.

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## Consolidated Statements of Balance Sheets for the Quarter Ended June 30, 2008

From April 1, 2008, total assets increased JPY 624.8 billion (USD 5,871 million), to JPY 13,240.3 billion (USD 124,416 million) at June 30, 2008, mainly due to increased finance subsidiaries-receivables, property on operating leases and property, plant and equipment, along with currency translation effects. From April 1, 2008, total liabilities increased by JPY 407.6 billion (USD 3,830 million), to JPY 8,337.0 billion (USD 78,341 million) at June 30, 2008, mainly due to currency translation effects and an increase in funds raised by finance subsidiaries. For the three months ended June 30, 2008, Total stockholders equity increased JPY 217.9 billion (USD 2,048 million), to JPY 4,762.2 billion (USD 44,749 million), primarily due to quarterly net income.

## Consolidated Statements of Cash Flows for the Fiscal First Quarter

Consolidated cash and cash equivalents at the end of the period from April 1, 2008 through June 30, 2008 decreased by JPY 1.0 billion (USD 10 million) from March 31, 2007, to JPY 1,049.8 billion (USD 9,865 million). The reasons for the increases or decreases for each cash flow activity are as follows.

## Cash flows from operating activities

Net cash provided by operating activities amounted to JPY 330.5 billion (USD 3,106 million) of cash inflows for the fiscal first quarter ended June 30, 2008, mainly attributable to an increase in quarterly net income, a decrease in depreciation and a decrease in trade accounts and notes receivable, which offset a decrease in trade accounts and notes payable and a decrease in accrued expenses. Cash inflows from operating activities increased by JPY 89.2 billion (USD 838 million) compared with the corresponding period in 2007.

## Cash flows from investing activities

Net cash used in investing activities amounted to JPY 520.7 billion (USD 4,894 million), due mainly to capital expenditures, the acquisitions of finance subsidiaries-receivables, which exceeded collections of and proceeds from sales of finance subsidiaries-receivables and the purchase and sales of operating lease assets. Cash outflows from investing activities increased by JPY 27.3 billion (USD 257 million) compared with the corresponding period in 2007.

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## Cash flows from financing activities

Net cash provided by financing activities amounted to JPY 206.5 billion (USD 1,941 million), which was attributable to proceeds from long-term debt, increase in short-term debt and repayment of long-term debt, despite cash dividends paid. Cash inflows from financing activities increased by JPY 119.9 billion (USD 1,127 million) compared with the corresponding period in 2007.

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## Others

1. Changes in significant subsidiaries for the three months ended June 30, 2008 (i.e. changes in specific subsidiaries that caused a change in the scope of consolidated financial statements)

## None

2. Accounting policies specifically applied for quarterly consolidated financial statements
(a) Income taxes

Honda computes interim income tax expense (benefit) by multiplying reasonably estimated annual effective tax rate, which includes the effects of deferred taxes, by year-to-date income before income taxes, minority interest and equity in income of affiliates for the fiscal first quarter ended June 30, 2008. If a reliable estimate cannot be made, Honda utilizes the actual year-to-date effective tax rate.
3. Changes in accounting procedures for consolidated quarterly financial results
(a) Fair value measurements

Honda adopted Statement of Financial Accounting Standards (SFAS) No. 157, Fair Value Measurements effective April 1, 2008. This statement defines fair value as the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction, and emphasizes that a fair value measurement should be determined based on the assumptions that market participants would use in pricing an asset or liability.

In February 2008, FASB issued FASB staff position (FSP) No. FAS 157-2 Effective date of FASB statement No. 157 . This FSP delays the effective date for SFAS No. 157, for nonfinancial assets and nonfinancial liabilities, except for items that are recognized or disclosed at fair value in the financial statements on a recurring basis (at least annually). The adoption of this statement does not have a material impact on the Company s consolidated financial position or results of operations.

The company has omitted disclosures required by this statement.
(b) The fair value option for financial assets and financial liabilities

The Statement of Financial Accounting Standards (SFAS) No. 159, The Fair Value Option for Financial Assets and Financial Liabilities including an amendment of SFAS No. 115 has been effective since April 1, 2008. This statement permits entities to choose to measure at fair value many financial instruments and certain other items that are not currently required to be measured at fair value. Subsequent changes in fair value for designated items will be required to be reported in earnings in the current period. Honda has not elected the fair value option during the three months ended June 30, 2008. Accordingly, the adoption has no impact on the Company s consolidated financial position or results of operations.

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## [1] Consolidated Financial Summary

For the three months ended June 30, 2007 and 2008

## Financial Highlights

|  | Yen (millions) |  |
| :---: | :---: | :---: |
|  | Three months ended Jun. 30, 2008 | Three months ended Jun. 30, 2007 |
| Net sales and other operating revenue | 2,867,221 | 2,931,123 |
| Operating income | 221,347 | 221,684 |
| Income before income taxes, minority interest and equity in income of affiliates | 235,095 | 218,258 |
| Net income | 179,611 | 166,117 |
|  | Yen |  |
| Basic net income per common share | 98.98 | 91.38 |


|  | U.S. Dollar (millions) |
| :--- | :---: |
|  | Three months ended |
| Net sales and other operating revenue | Jun. $\mathbf{3 0 , 2 0 0 8}$ |
| Operating income | $\mathbf{2 6 , 9 4 3}$ |
| Income before income taxes, minority interest and equity in income of affiliates | $\mathbf{2 , 0 8 0}$ |
| Net income | $\mathbf{2 , 2 0 9}$ |

U.S. Dollar

Basic net income per common share
0.93

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## [2] Consolidated Balance Sheets

|  | $\begin{gathered} \text { Yen (1 } \\ \text { Jun. 30, } \\ 2008 \\ \text { (Unaudited) } \end{gathered}$ | illions) <br> Mar. 31, 2008 |
| :---: | :---: | :---: |
| Assets |  |  |
| Current assets: |  |  |
| Cash and cash equivalents | 1,049,877 | 1,050,902 |
| Trade accounts and notes receivable | 971,714 | 1,021,743 |
| Finance subsidiaries-receivables, net | 1,503,033 | 1,340,728 |
| Inventories | 1,280,193 | 1,199,260 |
| Deferred income taxes | 144,986 | 158,825 |
| Other current assets | 422,768 | 460,110 |
| Total current assets | 5,372,571 | 5,231,568 |
| Finance subsidiaries-receivables, net | 2,915,229 | 2,707,820 |
| Investments and advances: |  |  |
| Investments in and advances to affiliates | 573,543 | 549,812 |
| Other, including marketable equity securities | 221,857 | 222,110 |
| Total investments and advances | 795,400 | 771,922 |
| Property on operating leases: |  |  |
| Vehicles | 1,288,229 | 1,014,412 |
| Less accumulated depreciation | 139,662 | 95,440 |
| Net property on operating leases | 1,148,567 | 918,972 |
| Property, plant and equipment, at cost: |  |  |
| Land | 465,198 | 457,352 |
| Buildings | 1,453,255 | 1,396,934 |
| Machinery and equipment | 3,234,745 | 3,135,513 |
| Construction in progress | 234,013 | 227,479 |
|  | 5,387,211 | 5,217,278 |
| Less accumulated depreciation and amortization | 3,137,349 | 3,015,979 |
| Net property, plant and equipment | 2,249,862 | 2,201,299 |
| Other assets | 758,758 | 783,962 |
| Total assets | 13,240,387 | 12,615,543 |

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[2] Consolidated Balance Sheets continued

|  | Yen (n Jun. 30, 2008 (Unaudited) | illions) Mar. 31, 2008 |
| :---: | :---: | :---: |
| Liabilities, Minority Interests and Stockholders Equity |  |  |
| Current liabilities: |  |  |
| Short-term debt | 1,849,112 | 1,687,115 |
| Current portion of long-term debt | 1,063,444 | 871,050 |
| Trade payables: |  |  |
| Notes | 38,783 | 39,006 |
| Accounts | 927,546 | 1,015,130 |
| Accrued expenses | 691,682 | 730,615 |
| Income taxes payable | 59,492 | 71,354 |
| Other current liabilities | 304,731 | 264,280 |
| Total current liabilities | 4,934,790 | 4,678,550 |
| Long-term debt, excluding current portion | 1,931,248 | 1,836,652 |
| Other liabilities | 1,471,060 | 1,414,270 |
| Total liabilities | 8,337,098 | 7,929,472 |
| Minority interests in consolidated subsidiaries | 141,060 | 141,806 |
| Stockholders equity: |  |  |
| Common stock, authorized 7,086,000,000 shares; issued 1,834,828,430 shares | 86,067 | 86,067 |
| Capital surplus | 172,529 | 172,529 |
| Legal reserves | 41,757 | 39,811 |
| Retained earnings | 5,237,725 | 5,099,983 |
| Accumulated other comprehensive income (loss), net | $(703,925)$ | $(782,198)$ |
| Treasury stock, at cost 20,290,531 shares on Mar. 31, 2008 and 20,289,845 shares in Jun. 30, 2008 | $(71,924)$ | $(71,927)$ |
| Total stockholders equity | 4,762,229 | 4,544,265 |
| Commitments and contingent liabilities |  |  |
| Total liabilities, minority interests and stockholders equity | 13,240,387 | 12,615,543 |

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## [3] Consolidated Statements of Income

For the three months ended June 30, 2007 and 2008

|  | Yen (millions) |  |
| :---: | :---: | :---: |
|  | Three months ended Jun. 30, 2007 | Three months ended Jun. 30, 2008 |
| Net sales and other operating revenue | 2,931,123 | 2,867,221 |
| Operating costs and expenses: |  |  |
| Cost of sales | 2,111,916 | 2,040,454 |
| Selling, general and administrative | 455,986 | 468,273 |
| Research and development | 141,537 | 137,147 |
| Operating income | 221,684 | 221,347 |
| Other income: |  |  |
| Interest | 13,304 | 10,841 |
| Other | 11,575 | 19,401 |
| Other expenses: |  |  |
| Interest | 4,052 | 6,152 |
| Other | 24,253 | 10,342 |
| Income before income taxes, minority interest and equity in income of affiliates | 218,258 | 235,095 |
| Income tax (benefit) expense: |  |  |
| Current | 81,008 | 41,606 |
| Deferred | 1,298 | 44,552 |
| Income before minority interest and equity in income of affiliates | 135,952 | 148,937 |
| Minority interest in income of consolidated subsidiaries | $(6,851)$ | $(7,519)$ |
| Equity in income of affiliates | 37,016 | 38,193 |
| Net income | 166,117 | 179,611 |
|  | Yen |  |
| Basic net income per common share | 91.38 | 98.98 |

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## [4] Consolidated Statements of Cash Flows

|  | Yen (millions) |  |
| :---: | :---: | :---: |
|  | Three months ended Jun. 30, 2007 (Unaudited) | Three months ended Jun. 30, 2008 (Unaudited) |
| Cash flows from operating activities: |  |  |
| Net income | 166,117 | 179,611 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |
| Depreciation excluding property on operating leases | 98,544 | 100,720 |
| Depreciation of property on operating leases | 16,411 | 39,728 |
| Deferred income taxes | 1,298 | 44,552 |
| Minority interest in income | 6,851 | 7,519 |
| Equity in income of affiliates | $(37,016)$ | $(38,193)$ |
| Dividends from affiliates | 6,152 | 5,817 |
| Provision for credit and lease residual losses on finance subsidiaries-receivables | 9,506 | 15,682 |
| Loss (gain) on derivative instruments, net | 6,473 | $(11,346)$ |
| Decrease (increase) in assets: |  |  |
| Trade accounts and notes receivable | 147,948 | 88,139 |
| Inventories | $(32,795)$ | $(53,683)$ |
| Other current assets | 35,350 | 38,062 |
| Other assets | $(51,619)$ | 1,923 |
| Increase (decrease) in liabilities: |  |  |
| Trade accounts and notes payable | $(82,430)$ | $(76,707)$ |
| Accrued expenses | $(97,143)$ | $(66,141)$ |
| Income taxes payable | 2,795 | $(5,333)$ |
| Other current liabilities | 30,838 | 31,505 |
| Other liabilities | 18,712 | 32,727 |
| Other, net | $(4,688)$ | $(4,046)$ |
| Net cash provided by operating activities | 241,304 | 330,536 |
| Cash flows from investing activities: |  |  |
| Increase in investments and advances | $(1,064)$ | (145) |
| Decrease in investments and advances | 122 | 726 |
| Payments for purchases of available-for-sale securities | $(32,751)$ |  |
| Proceeds from sales of available-for-sale securities | 16,628 | 1,191 |
| Payments for purchases of held-to-maturity securities | $(13,476)$ | $(10,152)$ |
| Proceeds from redemptions of held-to-maturity securities | 6,341 | 10,455 |
| Capital expenditures | $(173,070)$ | $(178,118)$ |
| Proceeds from sales of property, plant and equipment | 5,751 | 6,753 |
| Acquisitions of finance subsidiaries-receivables | $(875,299)$ | $(907,066)$ |
| Collections of finance subsidiaries-receivables | 718,071 | 624,750 |
| Proceeds from sales of finance subsidiaries-receivables | 112,945 | 135,457 |
| Purchase of operating lease assets | $(261,004)$ | $(217,671)$ |
| Proceeds from sales of operating lease assets | 3,369 | 13,021 |
| Net cash used in investing activities | $(493,437)$ | $(520,799)$ |
| Cash flows from financing activities: |  |  |
| Increase (decrease) in short-term debt, net | 51,534 | 78,433 |
| Proceeds from long-term debt | 342,440 | 406,322 |
| Repayment of long-term debt | $(233,156)$ | $(234,790)$ |
| Cash dividends paid | $(36,456)$ | $(39,921)$ |

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| Cash dividends paid to minority interests | $(3,626)$ | $(3,480)$ |
| :---: | :---: | :---: |
| Payment for purchase of treasury stock, net | $(34,141)$ | 1 |
| Net cash provided by financing activities | 86,595 | 206,565 |
| Effect of exchange rate changes on cash and cash equivalents | 41,422 | $(17,327)$ |
| Net change in cash and cash equivalents | $(124,116)$ | $(1,025)$ |
| Cash and cash equivalents at beginning of year | 945,546 | 1,050,902 |
| Cash and cash equivalents at end of period | 821,430 | 1,049,877 |

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## [5] Assumptions for Going Concern

## None

## [6] Segment Information

Honda has four reportable segments: the Motorcycle business, the Automobile business, the Financial services business and the Power product and other businesses, which are based on Honda s organizational structure and characteristics of products and services. Operating segments are defined as components of Honda s about which separate financial information is available that is evaluated regularly by management in deciding how to allocate resources and in assessing performance. The accounting policies used for these reportable segments are consistent with the accounting policies used in Honda s consolidated financial statements.

1. Principal products and services, and functions of each segment are as follows:

| Segment | Principal products and services | Functions |
| :---: | :---: | :---: |
| Motorcycle business | Motorcycles, all-terrain vehicles (ATVs), personal watercrafts and relevant parts | Research \& Development, Manufacturing, Sales and related services |
| Automobile business | Automobiles and relevant parts | Research \& Development, Manufacturing Sales and related services |
| Financial services business | Financial, insurance services | Retail loan and lease related to Honda products, and Others |
| Power product \& other businesses | Power products and relevant parts, and others | Research \& Development, Manufacturing Sales and related services, and Others |

As of and for the three months ended June 30, 2007

|  | Motorcycle Business | Automobile Business | Financial Services Business | Yen (millions) Power Product \& Other Businesses | Segment Total | Reconciling Items | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |
| External customers | 368,314 | 2,327,220 | 125,849 | 109,740 | 2,931,123 |  | 2,931,123 |
| Intersegment |  |  | 3,986 | 5,502 | 9,488 | $(9,488)$ |  |
| Total | 368,314 | 2,327,220 | 129,835 | 115,242 | 2,940,611 | $(9,488)$ | 2,931,123 |
| Segment income | 31,158 | 148,324 | 34,214 | 7,988 | 221,684 |  | 221,684 |
| Assets | 1,190,048 | 5,745,377 | 6,231,907 | 321,604 | 13,488,936 | $(833,443)$ | 12,655,493 |
| Depreciation and amortization | 11,090 | 84,171 | 16,663 | 3,031 | 114,955 |  | 114,955 |
| Capital expenditures | 14,402 | 116,332 | 261,132 | 1,804 | 393,670 |  | 393,670 |

As of and for the three months ended June 30, 2008

|  |  | Yen (millions) <br> Power Product |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales and other operating revenue: | Motorcycle <br> Business | Automobile <br> Business | Financial <br> Services <br> Business | Busher <br> Businesses | Segment <br> Total | Reconciling <br> Items | Consolidated |

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| External customers | 393,048 | 2,228,013 | 145,805 | 100,355 | 2,867,221 |  | 2,867,221 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Intersegment |  |  | 3,719 | 6,486 | 10,205 | $(10,205)$ |  |
| Total | 393,048 | 2,228,013 | 149,524 | 106,841 | 2,877,426 | $(10,205)$ | 2,867,221 |
| Segment income | 31,153 | 161,212 | 28,773 | 209 | 221,347 |  | 221,347 |
| Assets | 1,190,452 | 5,881,184 | 6,472,006 | 317,344 | 13,860,986 | $(620,599)$ | 13,240,387 |
| Depreciation and amortization | 12,375 | 84,768 | 39,955 | 3,350 | 140,448 |  | 140,448 |
| Capital expenditures | 22,961 | 124,140 | 217,872 | 3,197 | 368,170 |  | 368,170 |

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Explanatory notes:

1. Intersegment sales and revenues are generally made at values that approximate arm s-length prices.
2. Unallocated corporate assets, included in reconciling items, amounted to JPY 237,116 million as of June 30, 2007 and JPY 327,583 million as of June 30, 2008 respectively, which consist primarily of cash and cash equivalents and marketable securities held by the Company. Reconciling items also include elimination of intersegment transactions.
3. Depreciation and amortization of Financial Services Business include JPY 16,411 million for the three months ended June 30, 2007 and JPY 39,728 million for the three months ended June 30,2008 , respectively, of depreciation of property on operating leases.
4. Capital expenditure of Financial Services Business includes JPY 261,004 million for the three months ended June 30, 2007 and JPY 217,671 million for the three months ended June 30, 2008 respectively, of purchase of operating lease assets.

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## [7] Supplemental Geographical Information

In addition to the disclosure required by U.S.GAAP, Honda provides the following supplemental information as required by Financial Instruments and Exchange Law:

1. Supplemental geographical information based on the location of the Company and its subsidiaries

As of and for the three months ended June 30, 2007

|  | Yen (millions) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | North America | Europe | Asia | Other Regions | Total | Reconciling Items | Consolidated |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |  |
| External customers | 474,378 | 1,539,596 | 378,163 | 319,520 | 219,466 | 2,931,123 |  | 2,931,123 |
| Transfers between geographic areas | 701,912 | 43,735 | 22,108 | 73,796 | 6,836 | 848,387 | $(848,387)$ |  |
| Total | 1,176,290 | 1,583,331 | 400,271 | 393,316 | 226,302 | 3,779,510 | $(848,387)$ | 2,931,123 |
| Operating income | 60,641 | 97,022 | 10,310 | 36,970 | 21,731 | 226,674 | $(4,990)$ | 221,684 |
| Assets | 3,007,005 | 7,467,241 | 945,874 | 1,017,755 | 466,223 | 12,904,098 | $(248,605)$ | 12,655,493 |
| Long-lived assets | 1,005,844 | 1,313,396 | 204,934 | 240,754 | 104,363 | 2,869,291 |  | 2,869,291 |


|  | Yen (millions) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Japan | North America | Europe | Asia | Other <br> Regions | Total | Reconciling Items | Consolidated |
| Net sales and other operating revenue: |  |  |  |  |  |  |  |  |
| External customers | 465,279 | 1,435,035 | 332,731 | 360,481 | 273,695 | 2,867,221 |  | 2,867,221 |
| Transfers between geographic areas | 684,323 | 58,143 | 31,807 | 75,762 | 20,099 | 870,134 | $(870,134)$ |  |
| Total | 1,149,602 | 1,493,178 | 364,538 | 436,243 | 293,794 | 3,737,355 | $(870,134)$ | 2,867,221 |
| Operating income | 37,910 | 94,583 | 11,293 | 48,333 | 36,307 | 228,426 | $(7,079)$ | 221,347 |
| Assets | 3,104,187 | 7,491,284 | 994,795 | 1,139,981 | 584,657 | 13,314,904 | $(74,517)$ | 13,240,387 |
| Long-lived assets | 1,082,792 | 1,872,357 | 173,941 | 259,924 | 125,495 | 3,514,509 |  | 3,514,509 |

1. Major countries or regions in each geographic area:

| North America | United States, Canada, Mexico |
| :--- | :--- |
| Europe | United Kingdom, Germany, France, Italy, Belgium |
| Asia | Thailand, Indonesia, China, India |
| Other Regions | Brazil, Australia |

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2. Sales and revenues between geographic areas are generally made at values that approximate arm s-length prices.
3. Unallocated corporate assets, included in reconciling items, amounted to JPY 237,116 million as of June 30, 2007 and JPY 327,583 million as of June 30, 2008 respectively, which consist primarily of cash and cash equivalents and marketable securities held by the Company. Reconciling items also include elimination of transactions between geographic areas.

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2. Overseas Sales and revenues based on the location of the customer

For the three months ended June 30, 2007

|  |  |  |  | Yen (millions) |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | North <br> America | Europe | Asia | Other <br> Regions | Total |  |
| Overseas sales | $1,533,663$ | 381,494 | 382,367 | 262,213 | $2,559,737$ |  |
| Consolidated sales |  |  |  |  | $2,931,123$ |  |
| Overseas sales ratio to consolidated sales | $52.3 \%$ | $13.0 \%$ | $13.0 \%$ |  | $9.0 \%$ | $87.3 \%$ |
| For the three months ended June $\mathbf{3 0 , 2 0 0 8}$ |  |  |  |  |  |  |


|  | Yen (millions) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | North America | Europe | Asia | Other Regions | Total |
| Overseas sales | 1,428,063 | 330,123 | 436,531 | 320,841 | 2,515,558 |
| Consolidated sales |  |  |  |  | 2,867,221 |
| Overseas sales ratio to consolidated sales | 49.8\% | 11.5\% | 15.2\% | 11.2\% | 87.7\% |
| Explanatory note: |  |  |  |  |  |

Major countries or regions in each geographic area:

| North America | United States, Canada, Mexico |
| :--- | :--- |
| Europe | United Kingdom, Germany, France, Italy, Belgium |
| Asia | Thailand, Indonesia, China, India |
| Other Regions | Brazil, Australia |

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## [8] Information Related to Stockholders Equity

As of and for the three months ended June 30, 2008

1. Information concerning cash dividends
(a) Cash dividends paid during the period

Resolved at the General Meeting of Shareholders on June 24, 2008

| Total amount of dividends (million yen) | 39,921 |
| :--- | ---: |
| Dividend per share of common stock (yen) | 22.00 |
| Record date | March 31, 2008 |
| Effective date | June 25, 2008 |
| Resource for dividend | Retained earnings |

(b) Cash dividends to be paid for the three months ended June 30, 2008, of which effective date is after June 30, 2008 Resolved by the Board of Directors at its meeting held on July 25, 2008

Total amount of dividends (million yen)
Dividend per share of common stock (yen)
22.00

Record date
June 30, 2008
Effective date
Resource for dividend
August 25, 2008
Significant changes in stockholders equity
None

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## [9] Unit Sales Breakdown

|  | Unit (thousands) |
| :--- | :---: | :---: |
| Three months ended |  |
| Jun. 30, 2008 |  |

## MOTORCYCLES

| Japan | 84 | $\mathbf{5 8}$ |
| :--- | :---: | :---: |
| North America | $(84)$ | $\mathbf{( 5 8 )}$ |
| Europe | 80 | $\mathbf{8 0}$ |
|  | $(\mathbf{5 0 )}$ |  |
| Asia | $(44)$ | $\mathbf{9 1}$ |
| Other Regions | 95 | $\mathbf{( 8 8 )}$ |
|  | $(93)$ | $\mathbf{2 , 0 5 0}$ |
| Total | 1,623 | $(\mathbf{( 2 , 0 5 0 )}$ |
|  | $(1,623)$ | $\mathbf{4 3 6}$ |
| $\mathbf{( 4 3 3 )}$ |  |  |
|  | 371 | $\mathbf{2 , 7 1 5}$ |

## AUTOMOBILES

| Japan | 136 | 128 |
| :---: | :---: | :---: |
| North America | 465 | 460 |
| Europe | 92 | 75 |
| Asia | 187 | 221 |
| Other Regions | 66 | 78 |
| Total | 946 | 962 |

POWER PRODUCTS

| Japan | $\mathbf{1 5 9}$ |
| :--- | :---: | :---: |
| North America | $\mathbf{4 9 3}$ |
| Europe | $\mathbf{6 8 7}$ |
| Asia | 390 |
| Other Regions | 220 |
| Total | $\mathbf{3 1 9}$ |
| Explanatory notes: | $\mathbf{2 4 9}$ |

1. The geographical breakdown of unit sales is based on the location of external customers.
2. Unit sales are the total of sales of completed products of Honda and its consolidated subsidiaries, and sales of parts for local production at Honda's affiliates accounted for under the equity method.
3. Figures in brackets represent unit sales of motorcycles only.

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## [10] Net Sales Breakdown

For the three months ended June 30, 2007 and 2008

|  | $\begin{array}{c}\text { Yen (millions) } \\ \text { Three months ended } \\ \text { Jun. }\end{array}$ |  |
| :--- | ---: | ---: |
| MOT, 2008 |  |  |$)$

FINANCIAL SERVICES BUSINESS

| Japan | 5,819 | $\mathbf{5 , 9 7 7}$ |
| :--- | ---: | ---: |
| North America | 113,996 | $\mathbf{1 3 2 , 5 9 1}$ |
| Europe | 3,201 | $\mathbf{3 , 5 3 5}$ |
| Asia | 1,173 | $\mathbf{1 , 2 1 6}$ |
| Other Regions | 1,660 | $\mathbf{2 , 4 8 6}$ |
|  |  |  |
| Total | 125,849 | $\mathbf{1 4 5 , 8 0 5}$ |

## POWER PRODUCT \& OTHER BUSINESSES

| Japan | 35,540 | $\mathbf{3 5 , 6 2 8}$ |
| :--- | ---: | ---: |
| North America | 32,522 | $\mathbf{2 2 , 9 4 2}$ |
| Europe | 25,058 | $\mathbf{2 3 , 0 7 3}$ |
| Asia | 11,073 | $\mathbf{1 2 , 2 6 5}$ |
| Other Regions | 5,547 | $\mathbf{6 , 4 4 7}$ |
|  |  |  |
| Total | 109,740 | $\mathbf{1 0 0 , 3 5 5}$ |

## TOTAL

| Japan | 371,386 | $\mathbf{3 5 1 , 6 6 3}$ |
| :--- | ---: | ---: |
| North America | $1,533,663$ | $\mathbf{1 , 4 2 8 , 0 6 3}$ |
| Europe | 381,494 | $\mathbf{3 3 0 , 1 2 3}$ |
| Asia | 382,367 | $\mathbf{4 3 6 , 5 3 1}$ |
| Other Regions | 262,213 | $\mathbf{3 2 0 , 8 4 1}$ |
|  |  |  |
| Total | $2,931,123$ | $\mathbf{2 , 8 6 7 , 2 2 1}$ |
| Explanatory notes: |  |  |

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1. The geographical breakdown of net sales is based on the location of external customers.
2. Net sales of power product \& other businesses include revenue from sales of power products and relevant parts, leisure businesses and trading businesses.

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July 25, 2008

Honda Motor Co., Ltd.

## CONSOLIDATED FINANCIAL SUMMARY 1

FOR THE FISCAL FIRST QUARTER ENDED JUNE 30, 2008


| EUR= | JPY 162 |  | JPY 164 |  | JPY 162 |  | JPY 162 (1H: 165, 2H: 160) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Capital expenditures excluding purchase of operating lease assets | 132.6 |  | 150.4 |  | 654.0 |  | 710.0 |  |
| Purchase of operating lease assets | 261.0 |  | 217.6 |  | 839.2 |  |  |  |
| Depreciation and amortization excluding property on operating leases | 98.5 |  | 100.7 |  | 417.3 |  | 430.0 |  |
| Depreciation of property on operating leases | 16.4 |  | 39.7 |  | 101.0 |  |  |  |
| Research and development expenses | 141.5 |  | 137.1 |  | 587.9 |  | 615.0 |  |
| Unit Motorcycle business Note 3 Sales | 2,253 | 2,715 | 462 | 20.5\% | 9,320 | 10,455 | 1,135 | 12.2\% |
| Note 2 |  |  |  |  |  |  |  |  |
| (motorcycles only) | $(2,211)$ | $(\mathbf{2 , 6 7 9})$ | (468) | (21.2)\% | $(9,083)$ | $(10,210)$ | $(1,127)$ | (12.4)\% |
| Japan | 84 | 58 | -26 | -31.0\% | 311 | 260 | -51 | -16.4\% |
| (motorcycles only) | (84) | (58) | -(26) | -(31.0)\% | (311) | (260) | -(51) | -(16.4)\% |
| North America | 80 | 80 |  |  | 453 | 475 | 22 | 4.9\% |
| (motorcycles only) | (44) | (50) | (6) | (13.6)\% | (242) | (250) | (8) | (3.3)\% |
| Europe | 95 | 91 | -4 | -4.2\% | 313 | 305 | -8 | -2.6\% |
| (motorcycles only) | (93) | (88) | -(5) | -(5.4)\% | (301) | (295) | -(6) | -(2.0)\% |
| Asia | 1,623 | 2,050 | 427 | 26.3\% | 6,633 | 7,580 | 947 | 14.3\% |
| (motorcycles only) | $(1,623)$ | $(\mathbf{2 , 0 5 0})$ | (427) | (26.3)\% | $(6,633)$ | $(7,580)$ | (947) | (14.3)\% |
| Other Regions | 371 | 436 | 65 | 17.5\% | 1,610 | 1,835 | 225 | 14.0\% |
| (motorcycles only) | (367) | (433) | (66) | (18.0)\% | $(1,596)$ | $(1,825)$ | (229) | (14.3)\% |
| Automobile business | 946 | 962 | 16 | 1.7\% | 3,925 | 4,080 | 155 | 3.9\% |
| Japan | 136 | 128 | -8 | -5.9\% | 615 | 620 | 5 | 0.8\% |
| North America | 465 | 460 | -5 | -1.1\% | 1,850 | 1,745 | -105 | -5.7\% |
| Europe | 92 | 75 | -17 | -18.5\% | 391 | 455 | 64 | 16.4\% |
| Asia | 187 | 221 | 34 | 18.2\% | 755 | 890 | 135 | 17.9\% |
| Other Regions | 66 | 78 | 12 | 18.2\% | 314 | 370 | 56 | 17.8\% |
| Power product business | 1,529 | 1,339 | -190 | -12.4\% | 6,057 | 6,120 | 63 | 1.0\% |
| Japan | 135 | 159 | 24 | 17.8\% | 550 | 540 | -10 | -1.8\% |
| North America | 687 | 493 | -194 | -28.2\% | 2,415 | 2,305 | -110 | -4.6\% |
| Europe | 390 | 319 | -71 | -18.2\% | 1,693 | 1,765 | 72 | 4.3\% |
| Asia | 220 | 249 | 29 | 13.2\% | 915 | 1,020 | 105 | 11.5\% |
| Other Regions | 97 | 119 | 22 | 22.7\% | 484 | 490 | 6 | 1.2\% |

Notes :

1 In this chart, change is calculated on the comparison with the same period of previous year.

2 Unit sales are the total of sales of completed products of Honda and its consolidated subsidiaries, and sales of parts for local production at Honda $s$ affiliates accounted for under the equity method.

3 Of the net sales of Honda-brand motorcycle products that are manufactured and sold by overseas affiliates accounted for under the equity method, those with respect to which parts for manufacturing were not supplied from Honda or its subsidiaries are not included in net sales and other operating revenue, in conformity with U.S. generally accepted accounting principles.
Accordingly, these unit sales are not included in the financial results and forecasts.

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This announcement contains forward-looking statements of Honda. Such statements are based on management s assumptions and beliefs taking into account information currently available to it. Therefore, please be advised that Honda sactual results could differ materially from those described in these forward-looking statements as a result of numerous factors, including general economic conditions in Honda sprincipal markets and foreign exchange rates between the Japanese yen and the U.S. dollar, the Euro and other major currencies, as well as other factors detailed from time to time. The various factors for increases and decreases in income have been classified in accordance with a method that Honda considers reasonable.

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Honda Motor Co., Ltd.

## CONSOLIDATED FINANCIAL SUMMARY 2

FOR THE FISCAL FIRST QUARTER ENDED JUNE 30, 2008

## Unaudited Consolidated Balance Sheets

Divided into Non-financial Services Businesses and Finance Subsidiaries

|  | Yen (millions) |  |
| :---: | :---: | :---: |
|  | $\begin{gathered} \text { Jun. 30, } \\ 2007 \end{gathered}$ | Mar. 31, 2008 |
| Assets |  |  |
| <Non-financial services businesses> |  |  |
| Current Assets: | 4,179,682 | 4,091,060 |
| Cash and cash equivalents | 1,025,957 | 1,022,466 |
| Trade accounts and notes receivable, net | 539,375 | 552,442 |
| Inventories | 1,280,193 | 1,199,260 |
| Other current assets | 1,334,157 | 1,316,892 |
| Investments and advances | 1,061,889 | 1,023,113 |
| Property, plant and equipment, net | 2,232,310 | 2,183,220 |
| Other assets | 538,932 | 530,156 |
| Total assets | 8,012,813 | 7,827,549 |
| <Finance Subsidiaries> |  |  |
| Cash and cash equivalents | 23,920 | 28,436 |
| Finance subsidiaries short-term receivables, net | 1,524,157 | 1,351,867 |
| Finance subsidiaries long-term receivables, net | 2,916,763 | 2,708,367 |
| Net property on operating leases | 1,148,567 | 918,972 |
| Other assets | 858,599 | 900,197 |
| Total assets | 6,472,006 | 5,907,839 |
| Reconciling Items | $(1,244,432)$ | $(1,119,845)$ |
| Total assets | 13,240,387 | 12,615,543 |
| Liabilities, Minority interests and Stockholders Equity |  |  |
| <Non-financial services businesses> |  |  |
| Current liabilities: | 2,283,684 | 2,307,339 |
| Short-term debt | 371,710 | 324,507 |
| Current portion of long-term debt | 21,015 | 20,486 |
| Trade payables | 978,355 | 1,057,446 |
| Accrued expenses | 577,895 | 632,506 |
| Other current liabilities | 334,709 | 272,394 |
| Long-term debt, excluding current portion | 55,306 | 56,225 |
| Other liabilities | 1,160,724 | 1,121,208 |
| Total liabilities | 3,499,714 | 3,484,772 |
| <Finance Subsidiaries> |  |  |
| Short-term debt | 2,298,844 | 2,128,442 |
| Current portion of long-term debt | 1,049,638 | 863,797 |
| Accrued expenses | 164,516 | 148,276 |
| Long-term debt, excluding current portion | 1,888,238 | 1,786,744 |
| Other liabilities | 438,950 | 408,803 |
| Total liabilities | 5,840,186 | 5,336,062 |


| Reconciling Items | $\mathbf{( 1 , 0 0 2 , 8 0 2 )}$ | $(891,362)$ |
| :--- | ---: | ---: |
| Total liabilities | $\mathbf{8 , 3 3 7 , 0 9 8}$ | $7,929,472$ |
| Minority interests in consolidated subsidiaries | $\mathbf{1 4 1 , 0 6 0}$ | 141,806 |
| Common stock | $\mathbf{8 6 , 0 6 7}$ | 86,067 |
| Capital surplus | $\mathbf{1 7 2 , 5 2 9}$ | 172,529 |
| Legal reserves | $\mathbf{4 1 , 7 5 7}$ | 39,811 |
| Retained earnings | $\mathbf{5 , 2 3 7 , 7 2 5}$ | $5,099,983$ |
| Accumulated other comprehensive income (loss), net | $\mathbf{( 7 0 3 , 9 2 5 )}$ | $(782,198)$ |
| Treasury stock | $\mathbf{( 7 1 , 9 2 4 )}$ | $(71,927)$ |
| Total stockholders equity | $\mathbf{4 , 7 6 2 , 2 9 9}$ | $4,544,265$ |
| Total liabilities, minority interests and stockholders equity | $\mathbf{1 3 , 2 4 0 , 3 8 7}$ | $12,615,543$ |

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Honda Motor Co., Ltd.

## CONSOLIDATED FINANCIAL SUMMARY 3

FOR THE FISCAL FIRST QUARTER ENDED JUNE 30, 2008

## Unaudited Consolidated Statements of Cash Flows

Divided into Non-financial Services Businesses and Finance Subsidiaries

| For the three months ended June 30, 2007 | Yen (millions) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Non-financial services businesses | Finance subsidiaries | Reconciling Items | Consolidated |
| Cash flows from operating activities: |  |  |  |  |
| Net Income | 135,969 | 30,160 | (12) | 166,117 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Depreciation | 98,292 | 16,663 |  | 114,955 |
| Deferred income taxes | 9,399 | $(8,101)$ |  | 1,298 |
| Minority interest in income | 6,848 | , |  | 6,851 |
| Equity in income of affiliates | $(37,016)$ |  |  | $(37,016)$ |
| Dividends from affiliates | 6,152 |  |  | 6,152 |
| Loss (gain) on derivative instruments, net | 16,318 | $(9,845)$ |  | 6,473 |
| Decrease (increase) in trade accounts and notes receivable | 82,413 | 57,143 | 8,392 | 147,948 |
| Decrease (increase) in inventories | $(32,795)$ |  |  | $(32,795)$ |
| Increase (decrease) in trade accounts and notes payable | $(75,656)$ |  | $(6,774)$ | $(82,430)$ |
| Other, net | $(58,356)$ | 18,110 | $(16,003)$ | $(56,249)$ |
| Net cash provided by operating activities | 151,568 | 104,133 | $(14,397)$ | 241,304 |
| Cash flows from investing activities: |  |  |  |  |
| * Decrease (increase) in investments and advances | $(49,714)$ |  | 25,514 | $(24,200)$ |
| Capital expenditures | $(172,942)$ | (128) |  | $(173,070)$ |
| Proceeds from sales of property, plant and equipment | 6,459 | (708) |  | 5,751 |
| Decrease (increase) in finance subsidiaries-receivables |  | $(55,856)$ | 11,573 | $(44,283)$ |
| Purchase of operating lease assets |  | $(261,004)$ |  | $(261,004)$ |
| Proceeds from sales of operating lease assets |  | 3,369 |  | 3,369 |
| Net cash used in investing activities | $(216,197)$ | $(314,327)$ | 37,087 | $(493,437)$ |
| Cash flows from financing activities: |  |  |  |  |
| Increase (decrease) in short-term debt, net | $(24,636)$ | 97,422 | $(21,252)$ | 51,534 |
| * Proceeds from long-term debt | 6,556 | 335,884 |  | 342,440 |
| * Repayment of long-term debt | $(5,466)$ | $(227,728)$ | 38 | $(233,156)$ |
| Proceeds from issuance of common stock |  | 1,488 | $(1,488)$ |  |
| Cash dividends paid | $(36,468)$ |  | 12 | $(36,456)$ |
| Cash dividends paid to minority interests | $(3,626)$ |  |  | $(3,626)$ |
| Payment for purchase of treasury stock, net | $(34,141)$ |  |  | $(34,141)$ |
| Net cash provided by (used in) financing activities | $(97,781)$ | 207,066 | $(22,690)$ | 86,595 |


| Effect of exchange rate changes on cash and cash equivalents | 40,468 | 954 | 41,422 |
| :--- | :---: | :---: | :---: |
| Net change in cash and cash equivalents | $(121,942)$ | $(2,174)$ | $(124,116)$ |
| Cash and cash equivalents at beginning of period | 921,309 | 24,237 | 945,546 |
| Cash and cash equivalents at end of period | 799,367 | 22,063 | 821,430 |

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July 25, 2008

Honda Motor Co., Ltd.

## CONSOLIDATED FINANCIAL SUMMARY 4

FOR THE FISCAL FIRST QUARTER ENDED JUNE 30, 2008

## Unaudited Consolidated Statements of Cash Flows

Divided into Non-financial Services Businesses and Finance Subsidiaries

| For the three months ended June 30, 2008 | Yen (millions) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Non-financial services businesses | Finance subsidiaries | Reconciling Items | Consolidated |
| Cash flows from operating activities: |  |  |  |  |
| Net Income | 150,758 | 28,853 |  | 179,611 |
| Adjustments to reconcile net income to net cash provided by operating activities: |  |  |  |  |
| Depreciation | 100,493 | 39,955 |  | 140,448 |
| Deferred income taxes | 17,340 | 27,212 |  | 44,552 |
| Minority interest in income | 7,512 | 7 |  | 7,519 |
| Equity in income of affiliates | $(38,193)$ |  |  | $(38,193)$ |
| Dividends from affiliates | 5,817 |  |  | 5,817 |
| Loss (gain) on derivative instruments, net | 20,688 | $(32,034)$ |  | $(11,346)$ |
| Decrease (increase) in trade accounts and notes receivable | 27,957 | 61,229 | $(1,047)$ | 88,139 |
| Decrease (increase) in inventories | $(53,683)$ |  |  | $(53,683)$ |
| Increase (decrease) in trade accounts and notes payable | $(67,991)$ |  | $(8,716)$ | $(76,707)$ |
| Other, net | 19,454 | 17,391 | 7,534 | 44,379 |
| Net cash provided by operating activities | 190,152 | 142,613 | $(2,229)$ | 330,536 |
| Cash flows from investing activities: |  |  |  |  |
| * Decrease (increase) in investments and advances | 4,779 |  | $(2,704)$ | 2,075 |
| Capital expenditures | $(177,917)$ | (201) |  | $(178,118)$ |
| Proceeds from sales of property, plant and equipment | 6,692 | 61 |  | 6,753 |
| Decrease (increase) in finance subsidiaries-receivables |  | $(159,706)$ | 12,847 | $(146,859)$ |
| Purchase of operating lease assets |  | $(217,671)$ |  | $(217,671)$ |
| Proceeds from sales of operating lease assets |  | 13,021 |  | 13,021 |
| Net cash used in investing activities | $(166,446)$ | $(364,496)$ | 10,143 | $(520,799)$ |


| Cash flows from financing activities: |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Increase (decrease) in short-term debt, net | 39,980 | 46,323 | $(7,870)$ | 78,433 |
| Proceeds from long-term debt | 6,724 | 407,421 | $(7,823)$ | 406,322 |
| * Repayment of long-term debt | $(4,979)$ | $(237,590)$ | 7,779 | $(234,790)$ |
| Proceeds from issuance of common stock |  |  |  |  |
| Cash dividends paid | $(39,921)$ |  |  | $(39,921)$ |
| Cash dividends paid to minority interests | $(3,480)$ |  |  | $(3,480)$ |
| Payment for purchase of treasury stock, net | 1 |  |  | 1 |
| Net cash provided by (used in) financing activities | $(1,675)$ | 216,154 | $(7,914)$ | 206,565 |
| Effect of exchange rate changes on cash and cash equivalents | $(18,540)$ | 1,213 |  | $(17,327)$ |

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| Net change in cash and cash equivalents | 3,491 | $(4,516)$ | $(1,025)$ |
| :--- | :---: | :---: | :---: |
| Cash and cash equivalents at beginning of period | $1,022,466$ | 28,436 | $1,050,902$ |
| Cash and cash equivalents at end of period | $1,025,957$ | 23,920 | $1,049,877$ |

Notes:

1 Non-financial services businesses lend to finance subsidiaries. These cash flows are included in the decrease (increase) in investments and advances, increase (decrease) in short-term debt, proceeds from long-term debt, and repayment of long-term debt (marked by *). The amount of the loans to finance subsidiaries is a JPY 24,026 million increase for the fiscal first quarter ended June 30, 2007, and a JPY 2,704 million decrease for the fiscal first quarter ended June 30, 2008, respectively.

2 Decrease (increase) in trade accounts and notes receivable for finance subsidiaries is due to the reclassification of finance subsidiaries-receivables which relate to sales of inventory in the unaudited consolidated statements of cash flows presented above.

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Honda Motor Co., Ltd.

## SUPPLEMENT 1

## FOR CONSOLIDATED FINANCIAL SUMMARY

| Unit (thousands), Yen (billions) |  |  | First <br> Quarter <br> Results |  | Second Quarter Results |  | Third <br> Quarter <br> Results |  | Fourth <br> Quarter <br> Results | $\begin{array}{r} \mathbf{y} \\ \mathbf{~} \mathbf{~ M a r . ~} \\ \mathbf{R} \end{array}$ | Year <br> ended <br> .31, 2008 <br> Results |  | months <br> ended <br> un. 30, <br> 2008 <br> Results |  |  | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net sales and other operating revenue |  |  | 2,931.1 |  | 2,971.3 |  | 3,044.8 |  | 3,055.5 |  | 12,002.8 |  | 2,867.2 |  | -63.9 | -2.2\% |
| Japan |  |  | 371.3 |  | 382.5 |  | 382.5 |  | 449.2 |  | 1,585.7 |  | 351.6 |  | -19.7 | -5.3\% |
| Overseas |  |  | 2,559.7 |  | 2,588.8 |  | 2,662.2 |  | 2,606.2 |  | 10,417.0 |  | 2,515.5 |  | -44.1 | -1.7\% |
| Operating income |  |  | 221.6 |  | 286.3 |  | 276.2 |  | 168.8 |  | 953.1 |  | 221.3 |  | -0.3 | -0.2\% |
| Income before income taxes, minority interest and equity in income of affiliates |  |  | 218.2 |  | 269.9 |  | 260.7 |  | 146.8 |  | 895.8 |  | 235.0 |  | 16.8 | 7.7\% |
| Equity in income of affiliates |  |  | 37.0 |  | 26.2 |  | 31.3 |  | 24.3 |  | 118.9 |  | 38.1 |  | 1.1 | 3.2\% |
| Net income |  |  | 166.1 |  | 208.4 |  | 200.0 |  | 25.4 |  | 600.0 |  | 179.6 |  | 13.4 | 8.1\% |
| Honda s average rates USD= |  | JPY | Y 121 | JPY | 118 | JPY | Y 113 | JPY | Y 106 | JPY | 114 | JPY | Y 105 | -JPY | 16 | -15.2\% |
| Honda s average rates EUR= |  | JPY | Y 162 | JPY | - 162 | JPY | Y 164 | JPY | Y 158 | JPY | 162 | JPY | Y 164 | JPY | 2 | 1.2\% |
| Honda s transaction rates USD= |  | JPY | Y 118 | JPY | 120 | JPY | Y 116 | JPY | Y 109 | JPY | 116 | JPY | Y 104 | -JPY | 14 | -13.5\% |
| Honda s transaction rates EUR= |  | JPY | Y 155 | JPY | Y 159 | JPY | Y 162 | JPY | Y 161 | JPY | 159 | JPY | Y 159 | JPY | 4 | 2.5\% |
| Capital expenditures excluding purchase of operating lease assets |  |  | 132.6 |  | 192.7 |  | 135.6 |  | 192.9 |  | 654.0 |  | 150.4 |  | 17.8 | 13.4\% |
| Purchase of operating lease assets |  |  | 261.0 |  | 186.8 |  | 160.5 |  | 230.7 |  | 839.2 |  | 217.6 |  | -43.3 | -16.6\% |
| Depreciation and amortization excluding property on operating leases |  |  | 98.5 |  | 100.6 |  | 107.6 |  | 110.5 |  | 417.3 |  | 100.7 |  | 2.1 | 2.2\% |
| Depreciation of property on operating leases |  |  | 16.4 |  | 23.8 |  | 28.2 |  | 32.5 |  | 101.0 |  | 39.7 |  | 23.3 | 142.1\% |
| Research and development expenses |  |  | 141.5 |  | 139.7 |  | 147.2 |  | 159.4 |  | 587.9 |  | 137.1 |  | -4.3 | -3.1\% |
| Unit sales based on the location of external customers | Note 2 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Unit sales in motorcycle business |  |  | 2,253 |  | 2,333 |  | 2,366 |  | 2,368 |  | 9,320 |  | 2,715 |  | 462 | 20.5\% |
| (motorcycles only) | Note 3 |  | $(2,211)$ |  | $(2,268)$ |  | $(2,308)$ |  | $(2,296)$ |  | $(9,083)$ |  | $(2,679)$ |  | (468) | (21.2)\% |
| Japan |  |  | 84 |  | 107 |  | 54 |  | 66 |  | 311 |  | 58 |  | -26 | -31.0\% |
| (motorcycles only) |  |  | (84) |  | (107) |  | (54) |  | (66) |  | (311) |  | (58) |  | -(26) | -(31.0)\% |
| North America |  |  | 80 |  | 121 |  | 102 |  | 150 |  | 453 |  | 80 |  |  | 0.0\% |
| (motorcycles only) |  |  | (44) |  | (61) |  | (52) |  | (85) |  | (242) |  | (50) |  | (6) | (13.6)\% |
| Europe |  |  | 95 |  | 68 |  | 61 |  | 89 |  | 313 |  | 91 |  | -4 | -4.2\% |
| (motorcycles only) |  |  | (93) |  | (65) |  | (58) |  | (85) |  | (301) |  | (88) |  | -(5) | -(5.4)\% |
| Asia |  |  | 1,623 |  | 1,645 |  | 1,748 |  | 1,617 |  | 6,633 |  | 2,050 |  | 427 | 26.3\% |
| (motorcycles only) |  |  | $(1,623)$ |  | $(1,645)$ |  | $(1,748)$ |  | $(1,617)$ |  | $(6,633)$ |  | $(2,050)$ |  | (427) | (26.3)\% |
| Other Regions |  |  | 371 |  | 392 |  | 401 |  | 446 |  | 1,610 |  | 436 |  | 65 | 17.5\% |

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| (motorcycles only) | (367) | (390) | (396) | (443) | $(1,596)$ | (433) | (66) | (18.0)\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Unit sales in automobile business | 946 | 937 | 991 | 1,051 | 3,925 | 962 | 16 | 1.7\% |
| Japan | 136 | 143 | 145 | 191 | 615 | 128 | -8 | -5.9\% |
| North America | 465 | 445 | 481 | 459 | 1,850 | 460 | -5 | -1.1\% |
| Europe | 92 | 100 | 90 | 109 | 391 | 75 | -17 | -18.5\% |
| Asia | 187 | 177 | 188 | 203 | 755 | 221 | 34 | 18.2\% |
| Other Regions | 66 | 72 | 87 | 89 | 314 | 78 | 12 | 18.2\% |
| Unit sales in power product business | 1,529 | 1,258 | 1,178 | 2,092 | 6,057 | 1,339 | -190 | -12.4\% |
| Japan | 135 | 141 | 123 | 151 | 550 | 159 | 24 | 17.8\% |
| North America | 687 | 479 | 361 | 888 | 2,415 | 493 | -194 | -28.2\% |
| Europe | 390 | 280 | 352 | 671 | 1,693 | 319 | -71 | -18.2\% |
| Asia | 220 | 242 | 202 | 251 | 915 | 249 | 29 | 13.2\% |
| Other Regions | 97 | 116 | 140 | 131 | 484 | 119 | 22 | 22.7\% |
| Interest bearing debt | 4,282.6 | 4,293.1 | 4,611.4 | 4,394.8 |  | 4,843.8 | 561.1 | 13.1\% |
| Non-financial services businesses | 310.7 | 312.5 | 427.5 | 401.2 |  | 448.0 | 137.2 | 44.2\% |
| Finance subsidiaries | 4,888.7 | 4,839.1 | 5,029.6 | 4,778.9 |  | 5,236.7 | 348.0 | 7.1\% |
| Reconciling Items | -916.7 | -858.4 | -845.7 | -785.3 |  | -840.9 | 75.8 |  |
| Basic net income per common share | 91.38 | 114.94 | 110.25 | 14.01 | 330.54 | 98.98 | 7.60 | 8.3\% |

Notes :

1. In this chart, change is calculated on the comparison with the same period of previous year.
2. Unit sales are the total of sales of completed products of Honda and its consolidated subsidiaries, and sales of parts for local production at Honda $s$ affiliates accounted for under the equity method.
3. Of the net sales of Honda-brand motorcycle products that are manufactured and sold by overseas affiliates accounted for under the equity method, those with respect to which parts for manufacturing were not supplied from Honda or its subsidiaries are not included in net sales and other operating revenue, in conformity with U.S. generally accepted accounting principles.
Accordingly, these unit sales are not included in the financial results and forecasts.

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Honda Motor Co., Ltd.

## SUPPLEMENT 2

## FOR CONSOLIDATED FINANCIAL SUMMARY

|  |  | First Quarter Results | Second <br> Quarter <br> Results | Third Quarter Results | Fourth <br> Quarter <br> Results | Year ended Mar. 31, 2008 Results | 3 months ended <br> Jun. 30, 2008 <br> Results | change <br> Note 1 | \% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Unit (thousands), Yen (billions) |  |  |  |  |  |  |  |  |  |
| Net sales and other operating revenue | Note 2 | 2,931.1 | 2,971.3 | 3,044.8 | 3,055.5 | 12,002.8 | 2,867.2 | -63.9 | -2.2\% |
| Business segments |  |  |  |  |  |  |  |  |  |
| Motorcycle business |  | 368.3 | 381.6 | 364.6 | 444.0 | 1,558.6 | 393.0 | 24.7 | 6.7\% |
| Automobile business |  | 2,327.2 | 2,356.4 | 2,449.0 | 2,356.6 | 9,489.3 | 2,228.0 | -99.2 | - $4.3 \%$ |
| Financial services business |  | 129.8 | 137.8 | 139.6 | 141.7 | 549.0 | 149.5 | 19.6 | 15.2\% |
| Power product \& other businesses |  | 115.2 | 105.0 | 100.2 | 122.3 | 442.7 | 106.8 | - 8.4 | -7.3\% |
| Reconciling Items |  | -9.4 | -9.6 | -8.7 | -9.1 | - 37.0 | - 10.2 | -0.7 |  |
| Geographical Information |  |  |  |  |  |  |  |  |  |
| Japan |  | 1,176.2 | 1,215.5 | 1,246.1 | 1,251.0 | 4,889.0 | 1,149.6 | - 26.6 | - $2.3 \%$ |
| North America |  | 1,583.3 | 1,557.1 | 1,640.5 | 1,484.1 | 6,265.2 | 1,493.1 | -90.1 | - $5.7 \%$ |
| Europe |  | 400.2 | 390.8 | 361.7 | 441.3 | 1,594.2 | 364.5 | - 35.7 | -8.9\% |
| Asia |  | 393.3 | 415.6 | 413.4 | 415.9 | 1,638.2 | 436.2 | 42.9 | 10.9\% |
| Other Regions |  | 226.3 | 267.9 | 284.6 | 313.9 | 1,092.8 | 293.7 | 67.4 | 29.8\% |
| Reconciling Items |  | - 848.3 | - 875.7 | - 901.6 | - 851.0 | - 3,476.7 | - 870.1 | -21.7 |  |
| Operating income | Note 2 | 221.6 | 286.3 | 276.2 | 168.8 | 953.1 | 221.3 | -0.3 | -0.2\% |
| Business segments |  |  |  |  |  |  |  |  |  |
| Motorcycle business |  | 31.1 | 37.0 | 30.3 | 52.7 | 151.2 | 31.1 |  | 0.0\% |
| Automobile business |  | 148.3 | 213.0 | 220.7 | 79.5 | 661.6 | 161.2 | 12.8 | 8.7\% |
| Financial services business |  | 34.2 | 29.3 | 22.9 | 31.3 | 117.7 | 28.7 | - 5.4 | - 15.9\% |
| Power product \& other businesses |  | 7.9 | 6.9 | 2.2 | 5.1 | 22.3 | 0.2 | -7.7 | - 97.4\% |
| Reconciling Items |  |  |  |  |  |  |  |  |  |
| Geographical Information |  |  |  |  |  |  |  |  |  |
| Japan |  | 60.6 | 73.3 | 56.2 | 2.3 | 192.5 | 37.9 | -22.7 | - $37.5 \%$ |
| North America |  | 97.0 | 116.0 | 156.3 | 63.1 | 432.6 | 94.5 | -2.4 | -2.5\% |
| Europe |  | 10.3 | 16.7 | 5.8 | 18.6 | 51.5 | 11.2 | 0.9 | 9.5\% |
| Asia |  | 36.9 | 33.4 | 38.3 | 21.9 | 130.7 | 48.3 | 11.3 | 30.7\% |
| Other Regions |  | 21.7 | 30.1 | 31.7 | 32.7 | 116.4 | 36.3 | 14.5 | 67.1\% |
| Reconciling Items |  | -4.9 | 16.6 | - 12.3 | 29.8 | 29.1 | - 7.0 | -2.0 |  |

Notes:

1. In this chart, change is calculated on the comparison with the same period of previous year.
2. The geographical information of net sales and other operating revenue and operating income are based on the location of the company and its subsidiaries.
